RJ REYNOLDS
TOBACCO COMPANY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR
8899 MAIN STREET

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***REVISED**

JULY, 98

DORAL JACKPOT PROMOTION #801271 (PRODUCT IS 'PRE-SLEEVED)

TO:	RJR ACCOUNT #: #375878	CC:	S. SCHAWLM
	MR. P. COX McLANE NE	CC:	R. DONAHUE
FAX #:	(315) 638-7394		

**SAM's CLUBS: PRODUCT / DISPLAYS WILL BE ORDERED BY RJR FT. WORTH OFFICE (69XX)

PARTNERS PROMOTION REPORTING: DOR_SEPT_JACKPOT (MINIMUM 16 CHARACTERS)

IF YOU REQUIRE TECHNICAL ASSISTANCE RELATIVE TO THE FORMAT REQUIRED USING THESE PROMOTION / BRAND DESCRIPTIONS ON YOUR WEEKLY TAPE / DISC SUBMISSIONS, CONTACT THE PARTNERS HELP DESK @ 1-800-230-9732.

UPC CASE 12300-	CASE SIZE	STATE USE	BRAND STYLE	NUMBER OF CASES	#/CARTONS TO PACK @ DISPLAY	#/SKUS (#545462) DISPLAYS / PREMIUMS
25467	6M		DORAL LT 100	47	1 (ONE CTN)	1410
25469	6M		DORAL MEN LT 100	47	1 (ONE CTN)	
25468	6M		DORAL 100	47	1 (ONE CTN)	
25470	6M		DORAL ULT LT 100	47	1 (ONE CTN)	

SMS# 8197 0187

PRODUCT PO # ER 3808-01

DISPLAYS / PREMIUMS PO # ER 3807-01

	DESCRIPTION
8/17/98	PRODUCT ARRIVAL DATE
8/31/98	RETAIL DISTRIBUTION DATE (WEEK OF)
$63,198.41	EFT $ AMOUNT
4 CTNS	RETAIL BILLING PER DISPLAY
1480	NO. OF DISPLAYS ON CUSTOMER LIST
$2,800.00	PACKING PAYMENT ($14.00 X 200 (6M) PROMOTED CASES)

	DESCRIPTION
8/17/98	DISPLAYS / PREMIUM ARRIVAL DATE
545462	ITEM NUMBER
1.3500	SKU CUBE
2.2600	SKU WT (W/OUT PRODUCT)
40 OFFERS	NO. RETAIL OFFERS PER DISPLAY
20	NUMBER OF EXTRA DISPLAYS

PROMOTION DESCRIPTION:

SEE ENCLOSED *'WHOLESALER PACKING INSTRUCTIONS'*. UTILIZE PRE-ASSEMBLED DISPLAY. BECAUSE THIS PRODUCT IS PRE-SLEEVED, IT IS NOT NECESSARY TO 'LOAD' DISPLAY. RETAILERS WILL HANDLE DISPLAY SET-UP AT STORE LEVEL.
(A 'RETAILER PROMOTIONAL PACKING EXPLANATION SHEET' IS INCLUDED IN EACH DISPLAY).
SHIP NUMBER OF DISPLAYS TO EACH RETAIL ACCOUNT AS INDICATED ON THE ATTACHED *CUSTOMER LIST*.
CONSUMER RECEIVES COUPON FOR .40¢ OFF 2-PACKS ON NEXT PURCHASE.

DISPLAY LOAD:
PLACE TEN (10) PRE-SLEEVED PACKS OF SAME BRAND INTO EACH COLUMN.

PARTNERS PROGRAM REQUIREMENTS:

- DISPLAYS MUST BE SHIPPED TO RETAIL THE WEEK OF: 8/31/98.
- PACK / DELIVER EACH PROMOTION TO AT LEAST 90% OF ACCOUNTS ON ATTACHED CUSTOMER LIST WITHIN 3 WEEKS.
- PROMOTION AND BRAND DESCRIPTIONS MUST BE PROPERLY REPORTED ON TAPE/ DISC SUBMISSIONS.
- RETURN THE ATTACHED CUSTOMER LIST WITH ANY RETAIL REFUSALS WITHIN 4 WEEKS AFTER RETAIL DELIVERY DATE.

JACKPOT.DOC

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Source: https://www.industrydocuments.ucsf.edu/docs/knmn0000

RJ REYNOLDS

TOBACCO COMPANY

STATE STAMPING

McLANE-NORTHEAST
#375878

DORAL JACKPOT

NUMBER OF CARTONS TO STAMP BY STATE(**)
PRE-SLEEVED B1G1F PRODUCT

DORAL (6M)	CT	DE	MA	MD	NH	NJ	NY	OH	OH Cuyahoga	PA	RI	VT
LT 100	10	1	38	2	8	240	610	14	11	450	5	0
MEN LT100	10	1	38	2	8	240	610	14	11	45	5	0
100	10	1	38	2	8	240	610	14	11	45	5	0
ULT LT100	10	1	38	2	8	240	610	14	11	45	5	0

7/20/98
STAMPING.DOC

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Source: https://www.industrydocuments.ucsf.edu/docs/knmn0000

McLANE-NORTHEAST (#375878): CIGARETTE DISPLAYS BY STATE

ROUs: 1110 / 1210 / 1310 / 1710 / 6710 - DISTRIBUTE TO APPROPRIATE RJR CHAIN MANAGERS

McLANE NE: SEPTEMBER DORAL JACKPOT PROMOTION #801271

RETAIL DISTRIBUTION DATE: 8/31/98

CHAIN NAME	NO. OF STORES	# DISPLAY UNITS TO SHIP TO EACH ACCOUNT	TOTAL # DISPLAYS	NUMBER OF DISPLAYS PER GROUP PER STATE												
				CT	DE	MA	MD	ME	NH	NJ	NY	OH	CUYAHOGA	PA	RI	VT
A-PLUS/ SUNOCO	325	See List	338	1	1	25	1		2	21	114	2		168	3	
BP OIL	40	See List	41											41		
BRADFORD OIL	2	1	2						2							
CHESTNUT MOBIL	7	2	14	4							10					
COASTAL MART	36	See List	45							18				27		
COOKS CONVENIENT	6	See List	10								10					
COUNTRY FAIR	67	See List	84								13	7		64		
CONV EXPRESS	5	See List	9								9					
EXPRESS MART	44	1	44								44					
HESS MART	74	See List	148							10	124			14		
HESS STATION	201	See List	202	1		6				54	102			38	1	
J MART	7	1	7								7					
KRAUSZERS	3	1	3	3												
MANLEYS	11	See List	30								30					
MOBIL - ON-THE-RUN / FRANCHISE	12	See List	13			3			2		7				1	
QUICK CHEK	99	1	99							99						
QUICKWAY	29	See List	29								29					
7/11 - HANDEE MART	50	See List	56				1					5	11	39		
STARENTERPRISE	41	See List	88							34				54		
SUGARCREEK	73	1	73								73					
SUNRISE FOODS	15	See List	20								20					
INDEPENDENTS & SMALL CHAINS	26	See List	34	1		4			2	4	18			5		
TOTALS	1173		1389	10	1	38	2	0	8	240	610	14	11	450	5	0

NOTE: PRODUCT / DISPLAYS FOR SAM'S CLUBS WILL BE ORDERED BY RJR FT WORTH OFFICE (#69XX)

(MC-STJPT.XLS)7/20/98

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Source: https://www.industrydocuments.ucsf.edu/docs/knmn0000

McLANE NE: SEPTEMBER DORAL 'JACKPOT' PROMOTION #801271

RETAIL DISTRIBUTION DATE: AUGUST 31, 1998

#/ STORES	McLANE #	#/ DISPLAYS	CHAIN-ID	ACCOUNT NAME	CITY	ST	TAX	S/REP	RJR #
SAM's CLUB Displays / Product will be ordered by RJR Ft Worth Office / #69XX									
1	763334	47	9501-0300	SAM'S CLUB 8291	FLINT	MI		672405	664437
2	763573	18	9501-0300	SAM'S CLUB 6412	SOUTHGATE	MI		673001	664365
3	764029	25	9501-0300	SAM'S CLUB 8137	LANSING	MI		672201	663992
4	764225	3	9501-0300	SAM'S CLUB 6666	WESTLAND	MI		673208	664427
5	764233	15	9501-0300	SAM'S CLUB 6665	WATERFORD	MI		673006	664430
6	764308	5	9501-0300	SAM'S CLUB 6663	SAGINAW	MI		672406	663995
7	764407	2	9501-0300	SAM'S CLUB 6662	ROSEVILLE	MI		672802	664376
8	764514	9	9501-0300	SAM'S CLUB 6660	PORT HURON	MI		672403	664438
9	764522	24	9501-0300	SAM'S CLUB 6659	MADISON HEIGHTS	MI		672805	664374
10	764530	6	9501-0300	SAM'S CLUB 6658	JACKSON	MI		673203	663994
11	764548	16	9501-0300	SAM'S CLUB 6657	FARMINGTON	MI	MI	673206	706438
12	764621	5	9501-0300	SAM'S CLUB 6562	MUSKEGON	MI		672209	664302
13	764670	5	9501-0300	SAM'S CLUB 6417	HOLLAND	MI		672206	664297
14	764696	8	9501-0300	SAM'S CLUB 6359	COMSTOCK PARK	MI		672206	664352
15	764712	12	9501-0300	SAM'S CLUB 6319	KENTWOOD	MI		672207	664355
16		35	9501-0300	SAM'S CLUB 6667	YPSILANTI	MI		673207	664432
		235	9501-0300 Total						
17	764946	1	9501-0400	SAM'S CLUB 6649	WORCESTER	MA		112610	616909
18	763896	1	9501-0400	SAM'S CLUB 6462	AUGUSTA	ME		112201	611159
		2	9501-0400 Total						
		1626	SUB-TOTAL						
		-237	SAM's CLUB Displays / Product will be ordered by RJR Ft Worth Office / #69XX						
		1389	TOTAL DISPLAYS ORDERED BY RJR BUFFALO OFFICE (#16XX)						

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Source: https://www.industrydocuments.ucsf.edu/docs/knmn0000